



North Carolina District Review

June 2007

U.S. Small Business Administration North Carolina District

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MOST ACTIVE LENDERS FY 2007

OCTOBER 1, 2006 THROUGH MAY 31, 2007

LENDERS

	7(a)	504	Total	\$ Amount Millions
Large and National Banks				
1. Bank of America	212	4	216	\$ 8.5
2. Capital One	115	0	115	\$ 5.8
3. BB&T	65	3	68	\$ 22.3
4. Wachovia Bank	41	4	45	\$ 24.4
5. Bank of Granite	31	0	31	\$ 4.7
Community Express Lenders*				
1. Superior Financial Group, LLC	188	0	188	\$ 1.7
2. Business Loan Express	44	0	44	\$ 1.4
3. Innovative Bank	44	0	44	\$ 0.7
4. Self-Help Credit Union	10	0	10	\$ 0.6
Community Banks				
1. Surrey Bank & Trust Company	32	0	32	\$ 3.4
2. New Century Bank	12	0	12	\$ 8.7
3. Bank of Stanly	9	1	10	\$ 1.9
Small Business Lending Companies				
1. CIT Small Business Lending	37	1	38	\$ 20.9
2. Self-Help Credit Union	33	0	33	\$ 1.8
Certified Development Companies				
1. Self-Help Ventures Fund		46	46	\$ 22.9
2. Business Expansion Funding Corp.		23	23	\$ 12.4
3. Centralina Development Corp.		20	20	\$ 10.7

*Only SBA CommunityExpress loans are tabulated in this category.



Helping the Military Community Start and Grow Businesses SBA Announces New Lending Initiative for Veterans

As an SBA lender, here's an opportunity to join with others expressing thanks to our military community members safeguarding America's freedoms by increasing opportunities for them to start or expand small businesses.

Called **Patriot Express**, this pilot initiative integrates all of SBA's programs and services to veterans and members of the military community. **Patriot Express** targets those in the military community who want to establish or expand small businesses including:

- Veterans
- Service-disabled veterans
- Active-duty service members eligible for the military's Transition Assistance Program
- Reservists and National Guard members
- Current spouses of any of the above
- The widowed spouse of a service member or veteran who died during service or of a service-connected disability

Patriot Express loans may go up to \$500,000 and qualify for SBA's maximum guaranty of up to 85 percent for loans of \$150,000 or less and up to 75 percent for loans above \$150,000 to \$500,000. For loans above \$350,000, lenders will be required to take all collateral available. As with SBAExpress loans, **Patriot Express** will use a streamlined, centralized and expedited SBA loan process relying heavily on ETran, and electronic applications which results in almost immediate SBA response. Interest rates for **Patriot Express** loans range from 2.25 percent to 4.75 percent over prime depending upon the size and maturity of the loan.

And, you can use your own paperwork, just as with SBAExpress loans, which should reduce processing costs. Any lender approved for SBAExpress or the Preferred Lender Program may make **Patriot Express** loans.

But **Patriot Express** is much more than just a loan guaranty.

SBA and its resource partners will assist Patriot Express applicants v

- Writing a business plan
- Managing the business
- Expanding the business
- Obtaining financing
- Contracting opportunities
- Equity financing matching venture capitalists with your small business.
- Export assistance programs to help your business be part of the global economy



For more information about the **Patriot Express** Initiative, go to www.sba.gov/patriotexpress or call Dave Dillworth at 704-344-6578.

FY 2007 LENDER RANKINGS OCTOBER 1, 2006 – MAY 30, 2007

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<u>Lender</u>	<u>7(a)'s</u>	<u>Gross \$'s</u>	<u>504 Participation</u>	<u>504 Participation \$'s</u>
Bank of America	212	\$ 5,784,200	4	\$ 2,762,500
Superior Financial Group	188	\$ 1,666,500		
Capital One	115	\$ 5,845,000		
BB&T	65	\$ 18,513,400	3	\$ 3,822,000
Business Loan Center, LLC	53	\$ 7,317,400		
Innovative	44	\$ 655,000		
Wachovia	41	\$ 20,575,100	4	\$ 3,824,000
CIT	37	\$ 20,346,200	1	\$ 506,000
Self-Help Credit Union	33	\$ 1,846,500		
Surrey Bank & Trust	32	\$ 3,401,500		
Bank of Granite	31	\$ 4,735,800		
PNC Bank	22	\$ 7,326,300	1	\$ 1,761,000
SunTrust	19	\$ 1,427,700	5	\$ 1,849,050
Banco Popular	14	\$ 5,035,800		
Community West Bank	13	\$ 4,254,500		
New Century Bank	12	\$ 8,671,500		
Capital Bank	11	\$ 1,010,175	2	\$ 1,990,000
Comerica	11	\$ 5,871,200	2	\$ 1,185,000
Southern Bank & Trust	10	\$ 792,200		
Wells Fargo	10	\$ 370,000		
Bank of Stanly	9	\$ 907,100	1	\$ 958,000
Community South Bank	9	\$ 6,657,500	5	\$ 7,413,000
Small Business Loan Source	7	\$ 2,312,000		
Unity Bank	5	\$ 2,849,500	1	\$ 1,950,000
Coastal FCU	4	\$ 305,000		
First Citizens Bank	4	\$ 2,139,200	23	\$ 7,263,500
RBC Centura	4	\$ 816,500	1	\$ 1,644,163
Aquesta Bank	3	\$ 1,015,800	2	\$ 542,500
Business Carolina, Inc.	3	\$ 1,220,000		
Commerce Bank	3	\$ 1,660,000		
First National Bank & Trust	3	\$ 1,141,000		
NewTek	3	\$ 381,500		
UPS Capital	3	\$ 652,500		
Wilshire State Bank	3	\$ 825,000		
Asheville Savings Bank	2	\$ 200,000		
Cabarrus Bank & Trust	2	\$ 500,000		
First Carolina State Bank	2	\$ 245,000		
First National Bank of Shelby	2	\$ 250,000		
First National Bank of the South	2	\$ 825,000		
Mechanics & Farmers Bank	2	\$ 692,550		
Ocean Bank	2	\$ 560,000		
Southern Community Bank & Trust	2	\$ 478,000	1	\$ 258,824
Southern Community Financial Corp.	2	\$ 216,000		
The Fidelity Bank / Fuquay Varina	2	\$ 120,000		
United Central Bank	2	\$ 3,619,000		
Bank of Oak Ridge	1	\$ 95,000		
Bank of the Commonwealth	1	\$ 200,000		
California Bank & Trust	1	\$ 35,000	1	\$ 381,000
Crescent Bank & Trust	1	\$ 1,090,000		
Fidelity Bank / Wichita KS	1	\$ 20,000		
First Community Bank	1	\$ 525,000		
First Trust Bank	1	\$ 400,000	2	\$ 685,000

Greater Bay Bank	1	\$ 1,849,000		
Irwin Franchise Capital	1	\$ 360,000		
Lehman Brothers	1	\$ 200,000		
Lexington State Bank	1	\$ 120,000	2	\$ 760,000
Metro City	1	\$ 1,550,000		
Mountain 1st Bank & Trust	1	\$ 100,000		
OMNI National	1	\$ 2,000,000		
Smith River Community Bank	1	\$ 10,000		
Stearns Bank	1	\$ 300,800		
Temecula Valley Bank	1	\$ 1,968,300	1	\$ 3,320,000
The Bank of Asheville	1	\$ 1,300,000		
The Huntington National Bank	1	\$ 1,442,000		
United Community Bank	1	\$ 412,000		
United Midwest Savings Bank	1	\$ 1,860,000		
Waccamaw Bank	1	\$ 111,333		
Woori America Bank	1	\$ 700,000		
Totals	1081	\$ 172,682,558		
<u>Certified Development Corps.</u>				
Self-Help Ventures Fund	46	\$ 22,881,000		
BEFCO	23	\$ 12,422,000		
Centralina Dev.	20	\$ 10,709,000		
Asheville Buncombe Dev.	8	\$ 5,660,000		
Neuse River Dev.	3	\$ 4,323,000		
Northwest Piedmont Dev.	3	\$ 1,431,000		
Wilmington Ind. Dev.	3	\$ 1,513,000		
Smoky Mountain Dev.	2	\$ 920,000		
CDC Small Business Financial	1	\$ 864,000		
Totals	109	\$ 60,723,000		
Anson Savings Bank			1	\$ 805,000
Business Community Capital			1	\$ 1,000,000
Bank of Commerce			2	\$ 1,665,000
Citizens South Bank			1	\$ 913,000
Carolina First Bank			1	\$ 364,750
Crescent State Bank			1	\$ 362,500
First Charter Bank			4	\$ 1,005,750
First Bank			2	\$ 498,000
Fidelity Bank / GA			1	\$ 344,040
Fidelity Bank / NC			4	\$ 1,485,000
First South Bank			1	\$ 625,000
Great Western Bank			1	\$ 1,225,000
GE Capital			2	\$ 4,967,500
HomeTrust Bank			3	\$ 2,276,500
Harrington Bank			1	\$ 1,290,000
Lending Source, LLC			1	\$ 1,587,200
Macon Bank			1	\$ 742,250
Navy FCU			1	\$ 300,000
NewDominion Bank			1	\$ 280,000
Peoples Bank			1	\$ 558,418
Regions Bank			2	\$ 1,773,000
State Bank of TX			2	\$ 5,005,500
Shelby Savings Bank			1	\$ 325,250
Springs Mtg.			1	\$ 95,500
Yadkin Valley Bank			1	\$ 1,196,000
Zions Bank			9	\$ 14,513,500
Totals			109	\$ 88,079,195

